

**Fig. 1**

**(Prior Art)**

## **Strategic Planning Process**

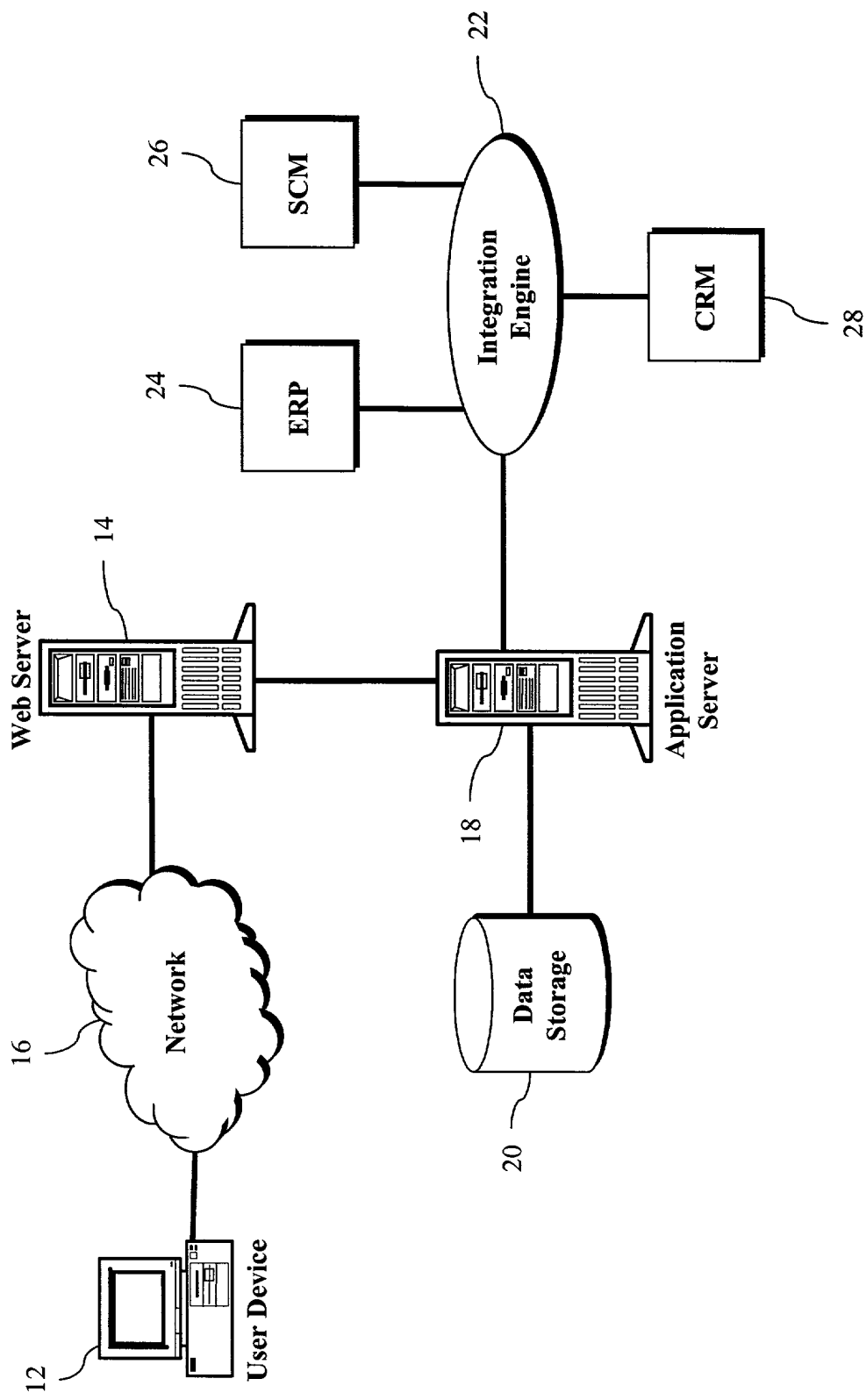


Fig. 2

Fig. 3

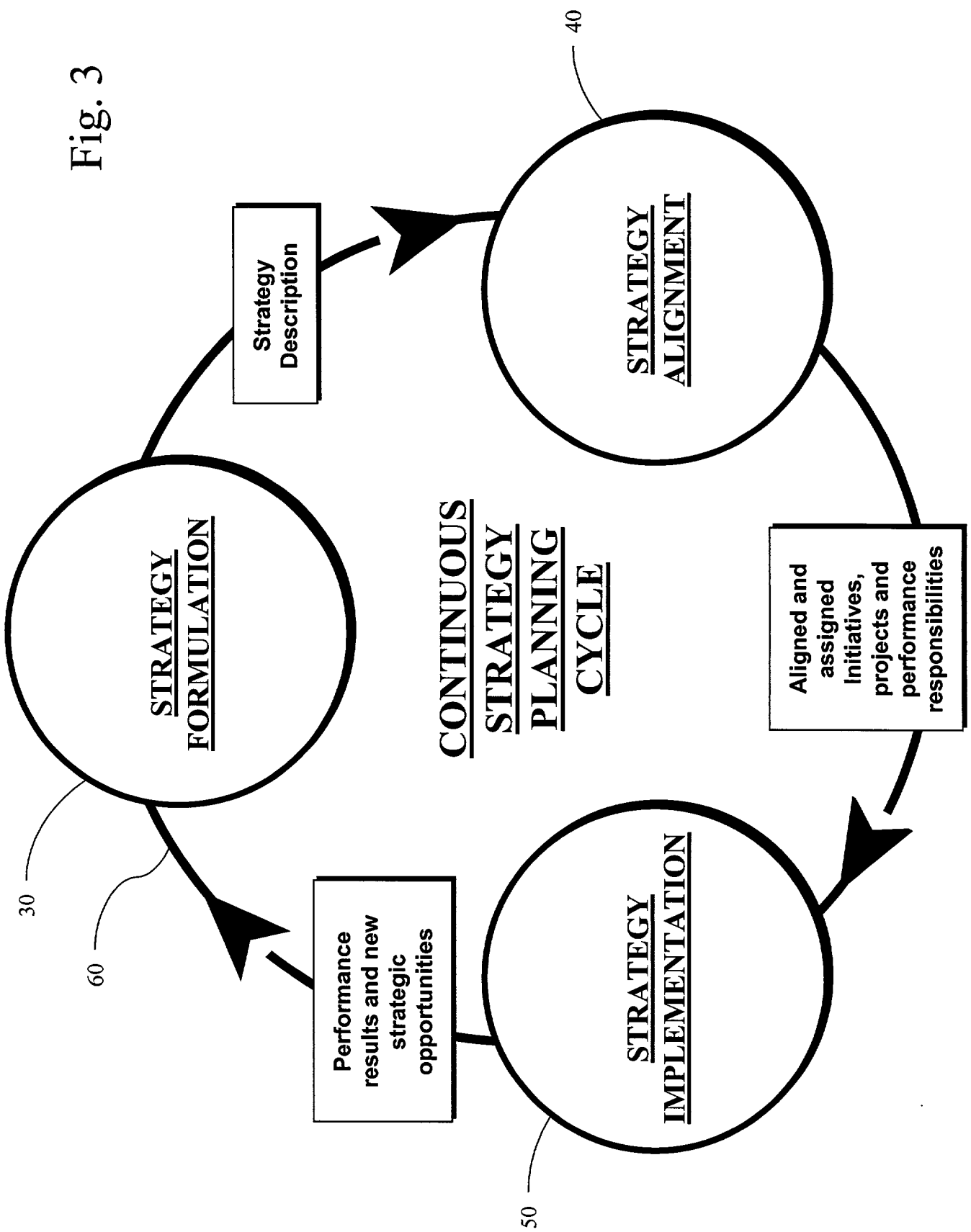
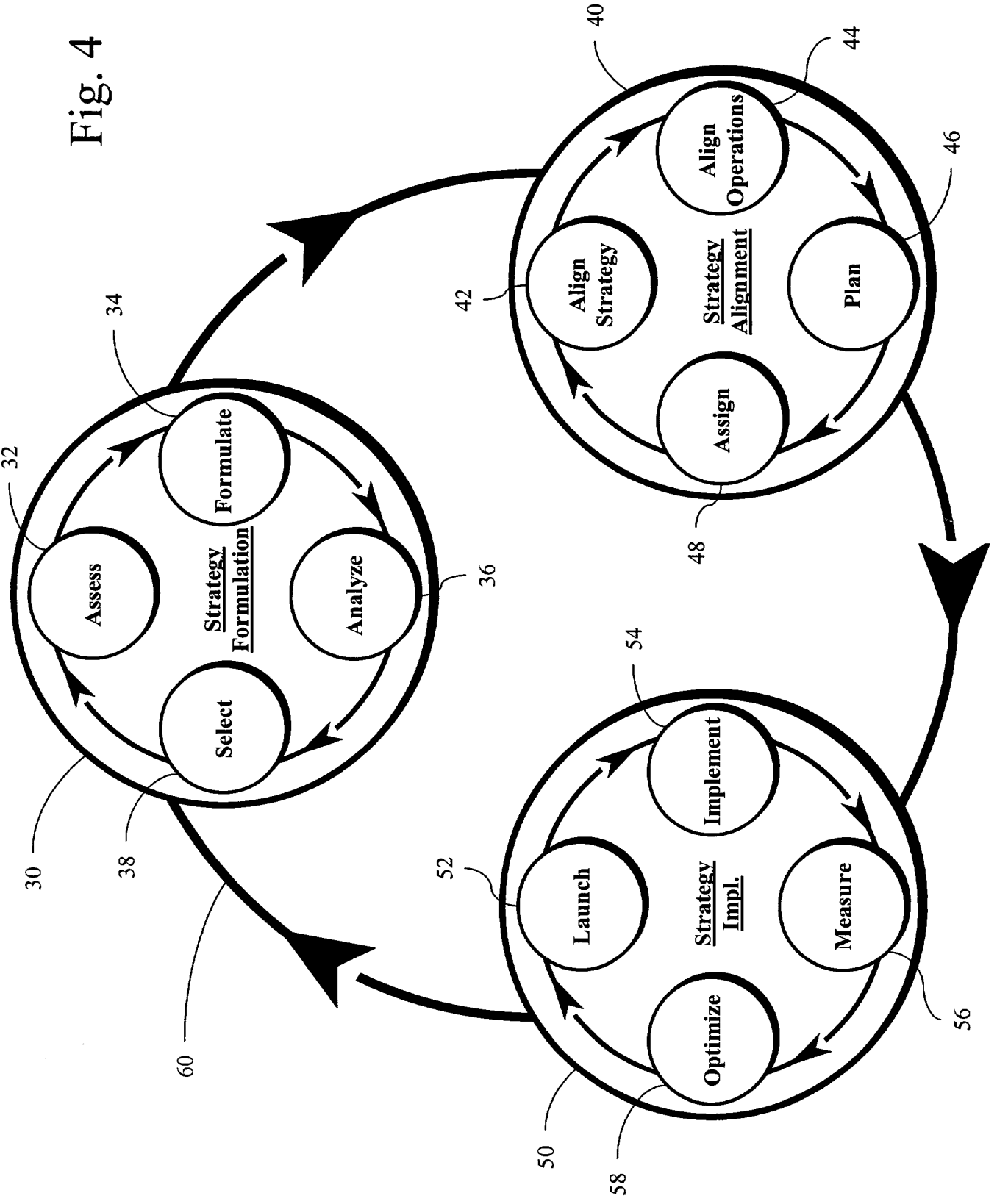


Fig. 4



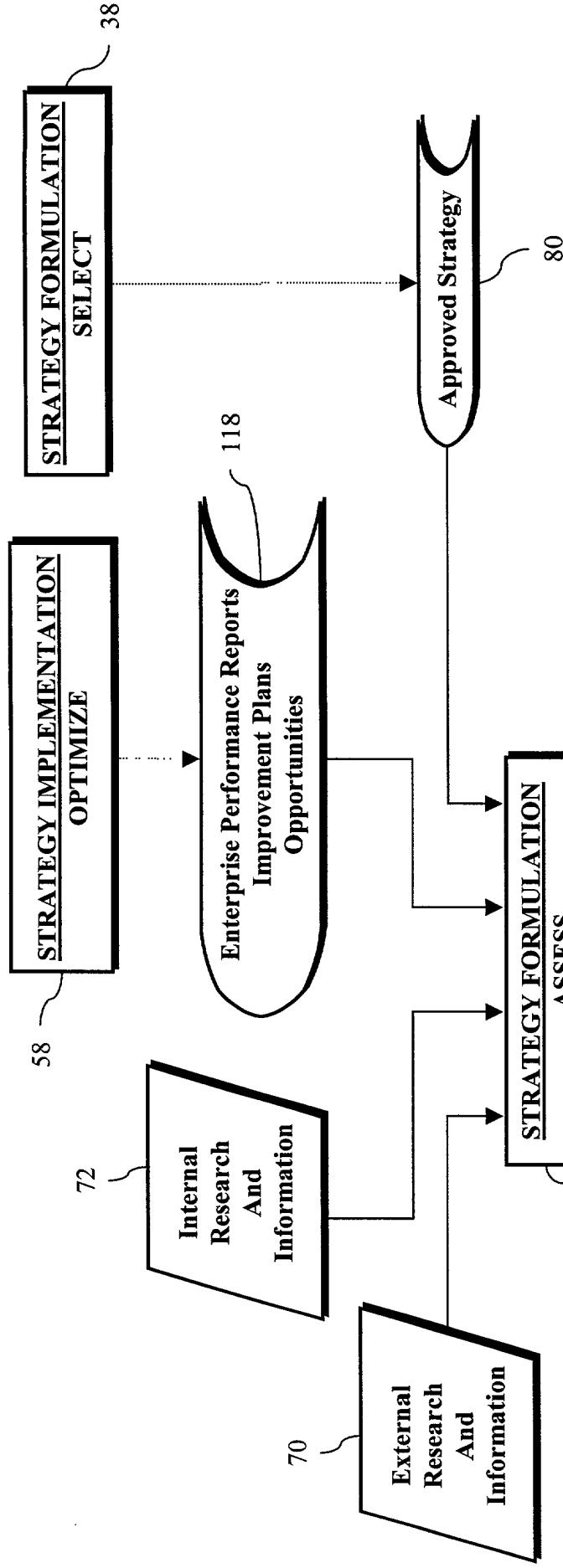
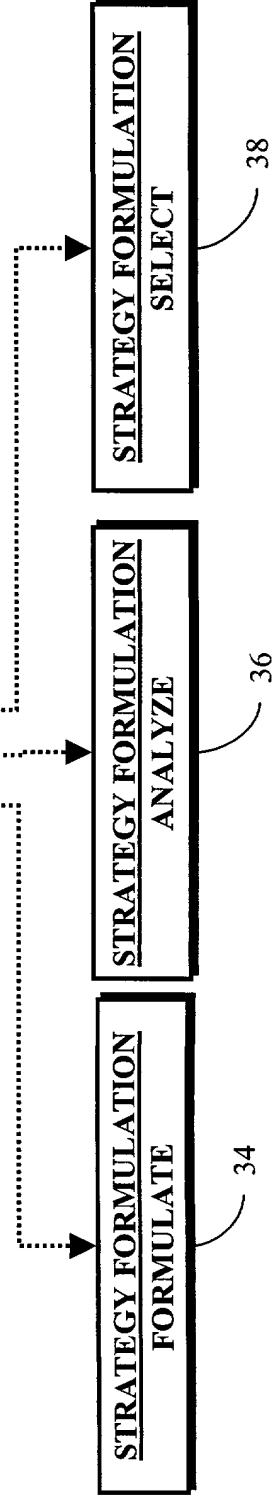
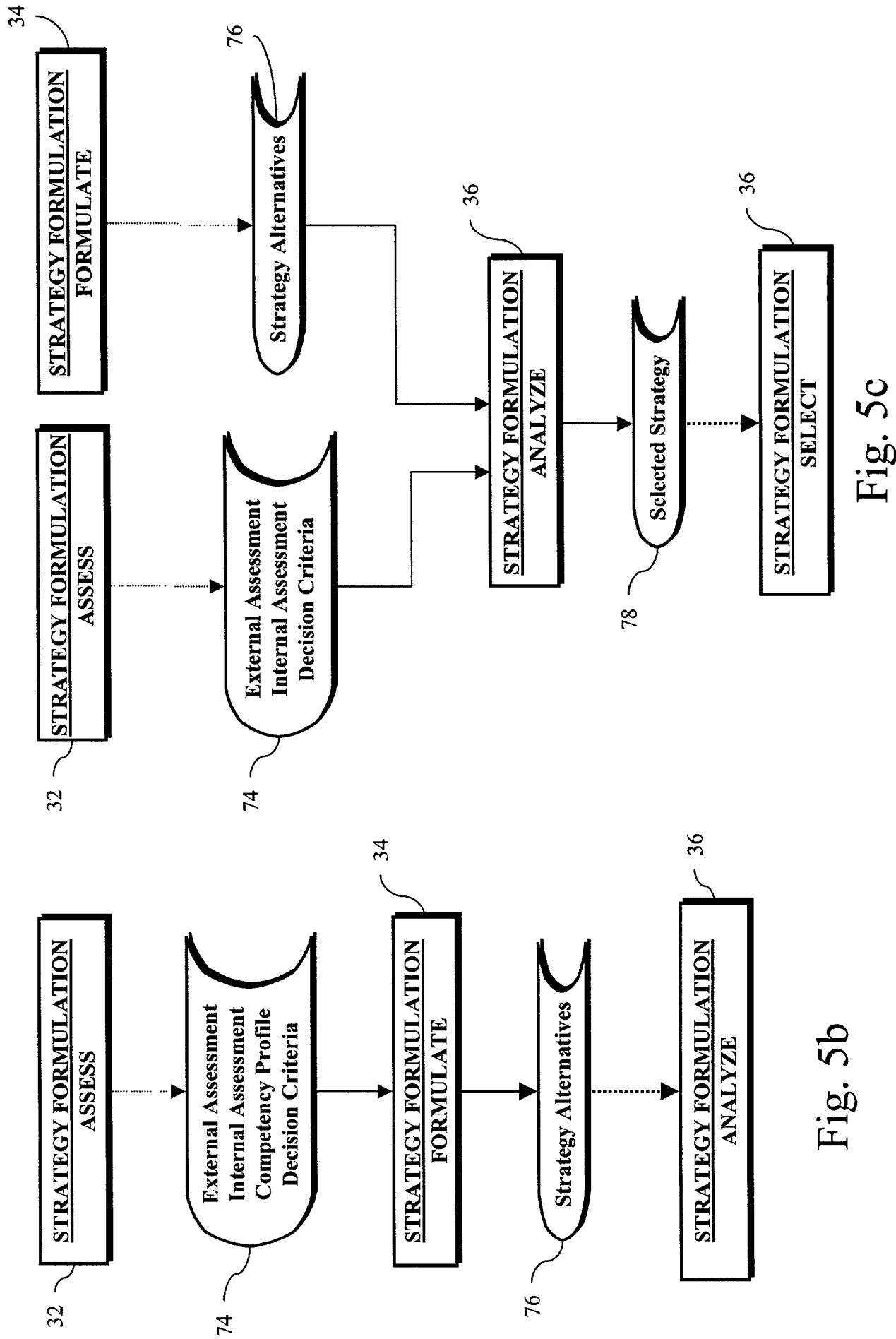


Fig. 5a





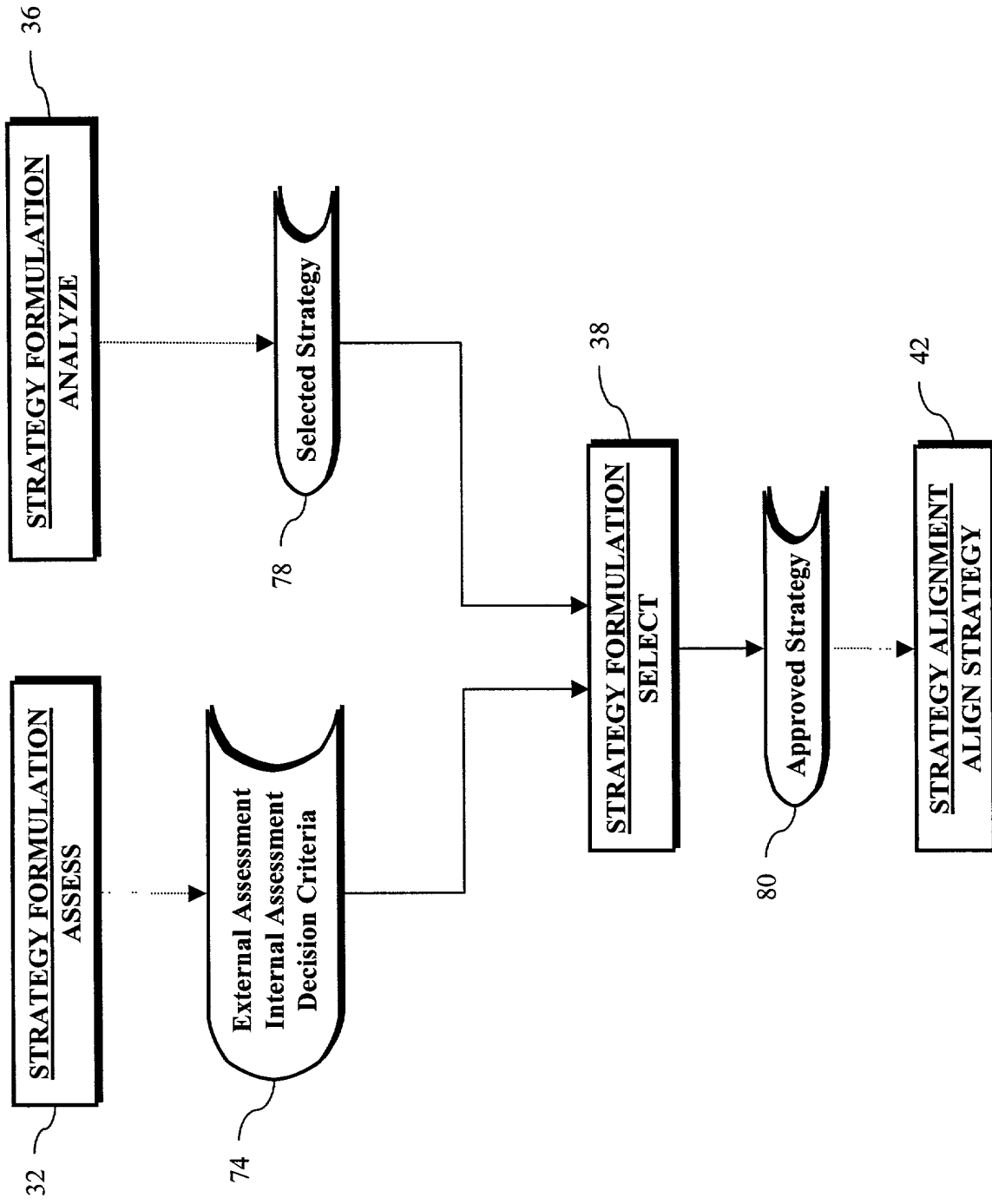


Fig. 5d

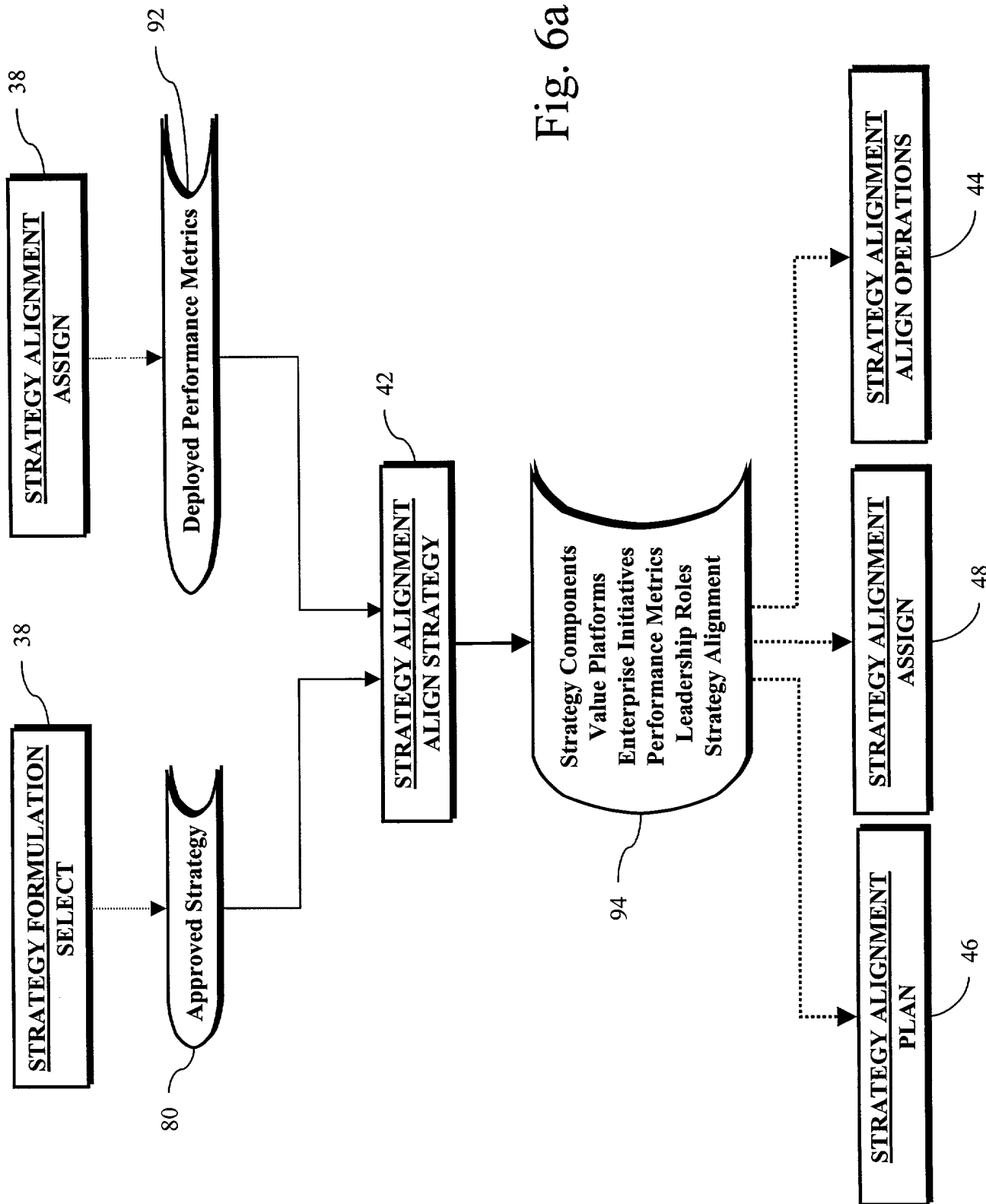


Fig. 6a



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How important is this implementation of this **Initiative** to the achievement of this **Performance Metric**?

	METRIC		INITIATIVE	
Billable hours rate for professional services > 72% Q2 2005			Strategic alliance with enterprise software partner	
Application functionality > 95% by end of 2005			Build out of vertical ASP offering	
Percent of software revenue from ASP > 45% by Q2 2004			Develop marketing campaign for consulting practice by 04/01/2005	
			Launch software marketing campaign	

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Fig. 7

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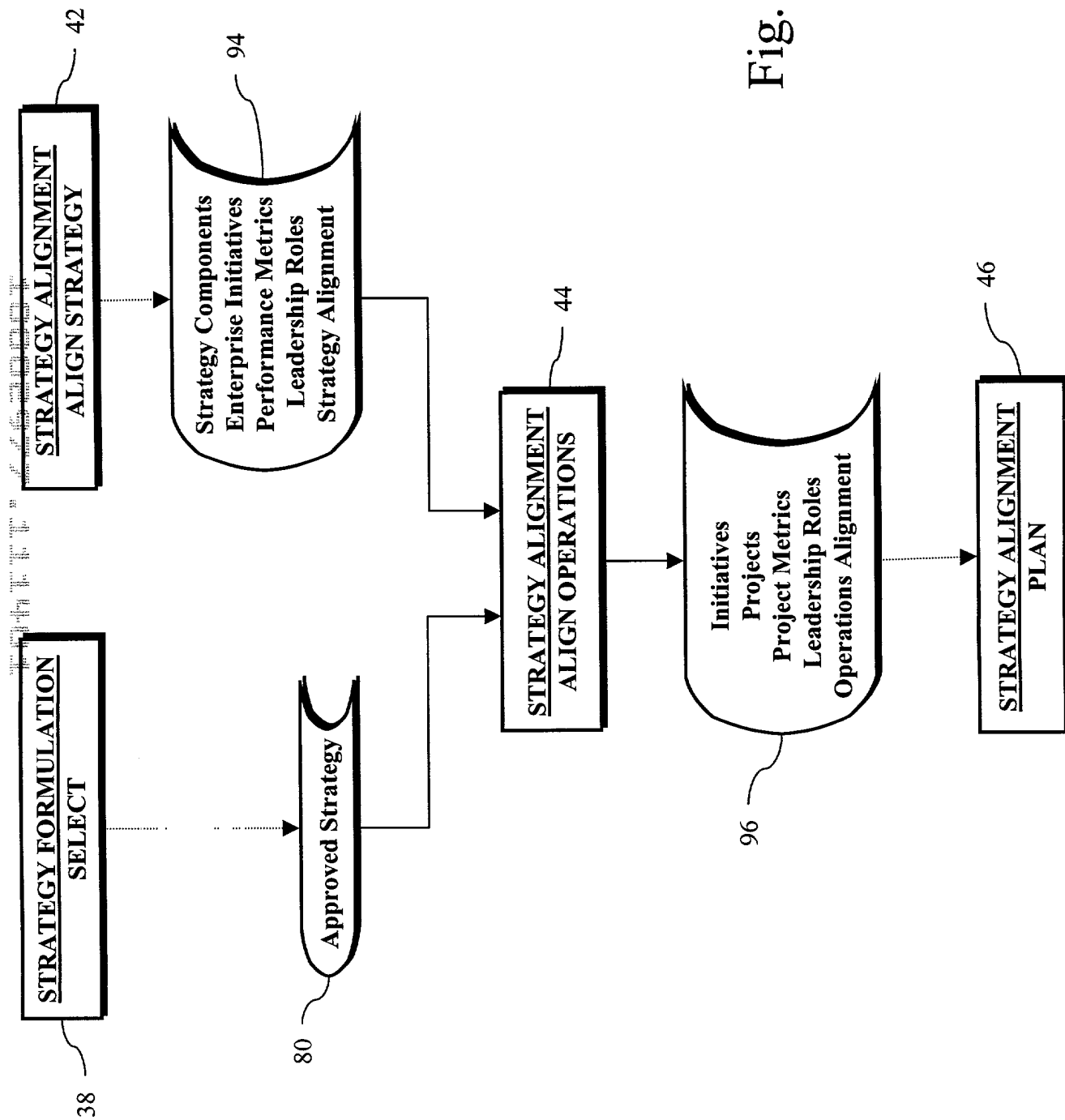


Fig. 6b

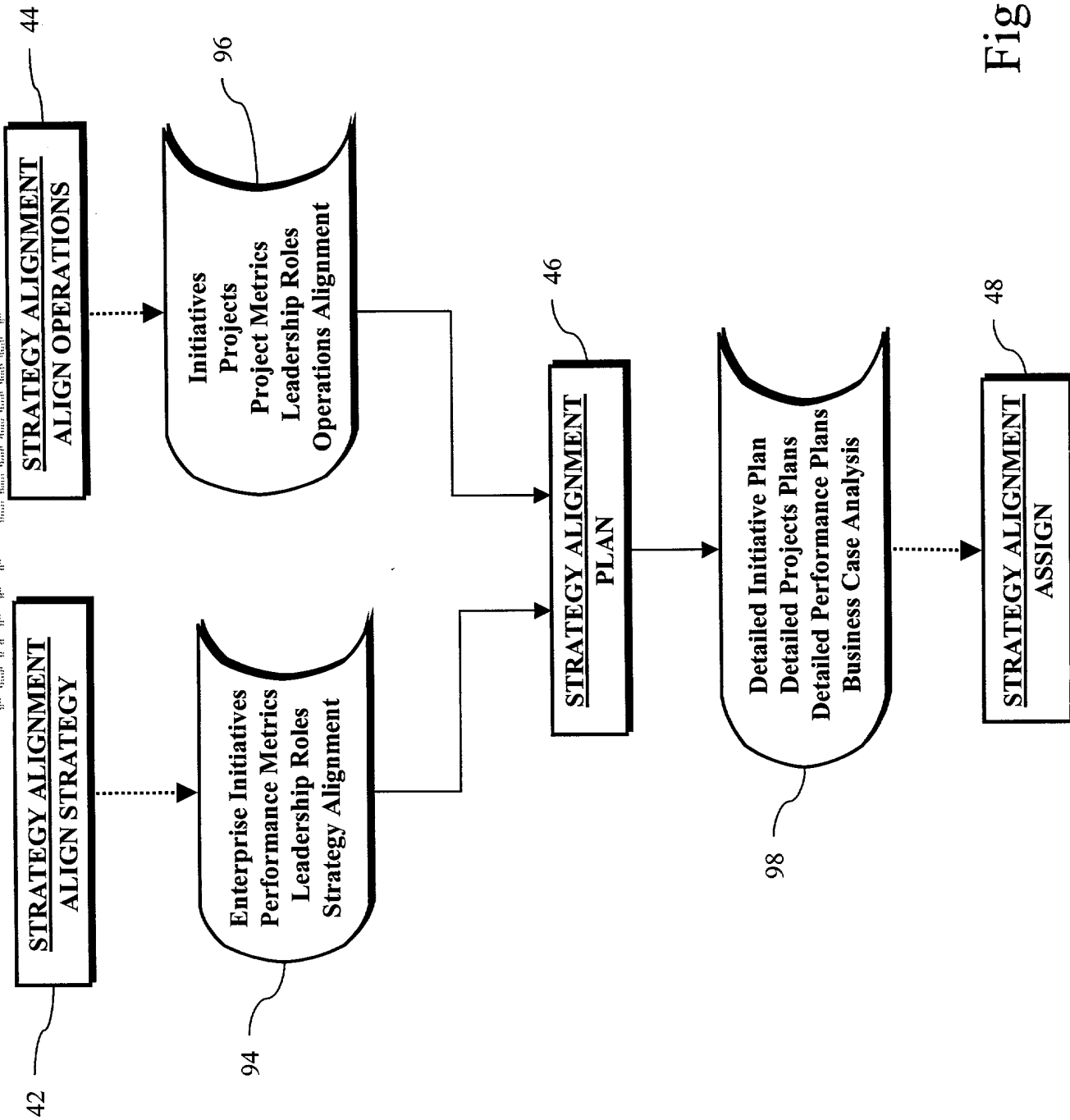
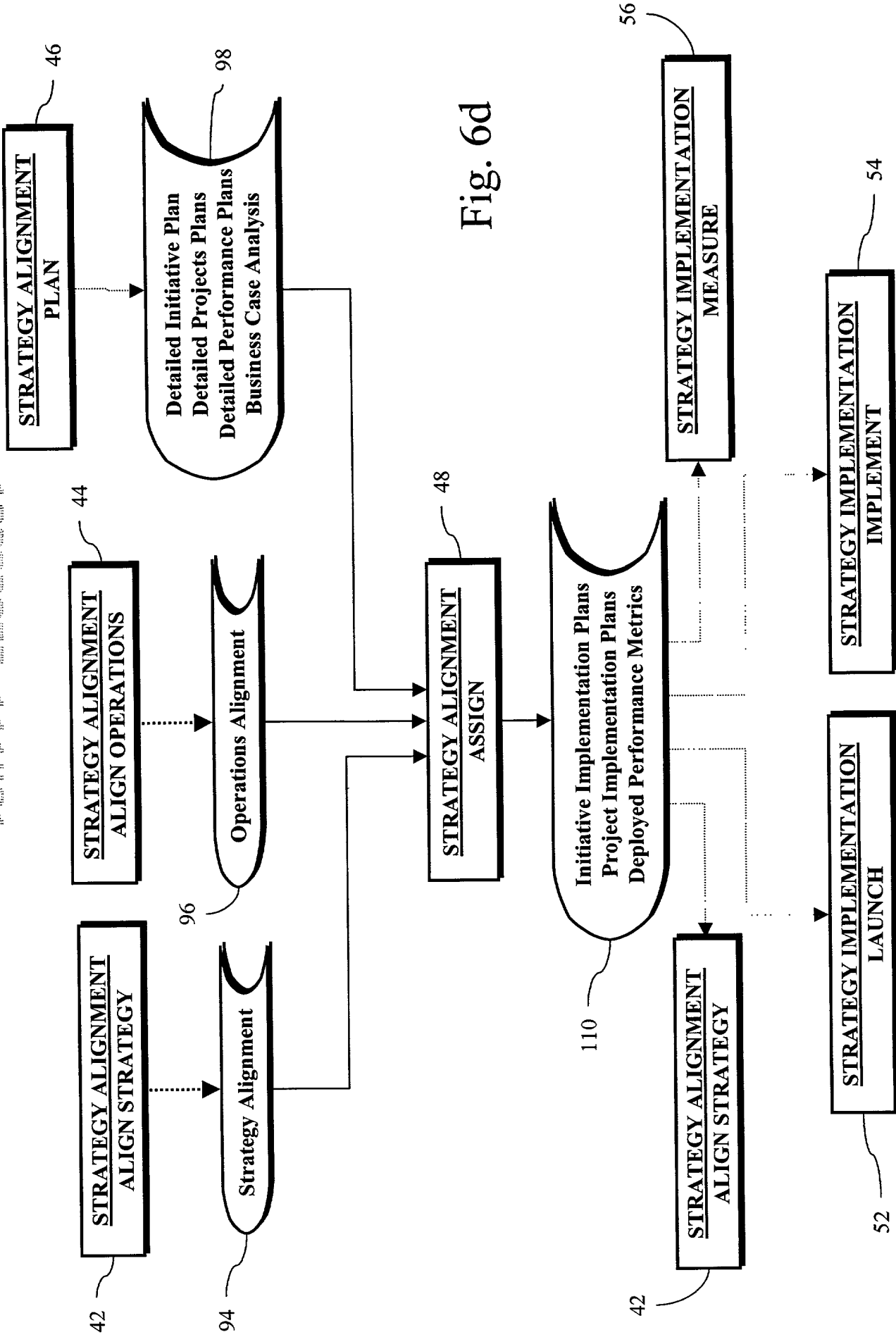


Fig. 6c



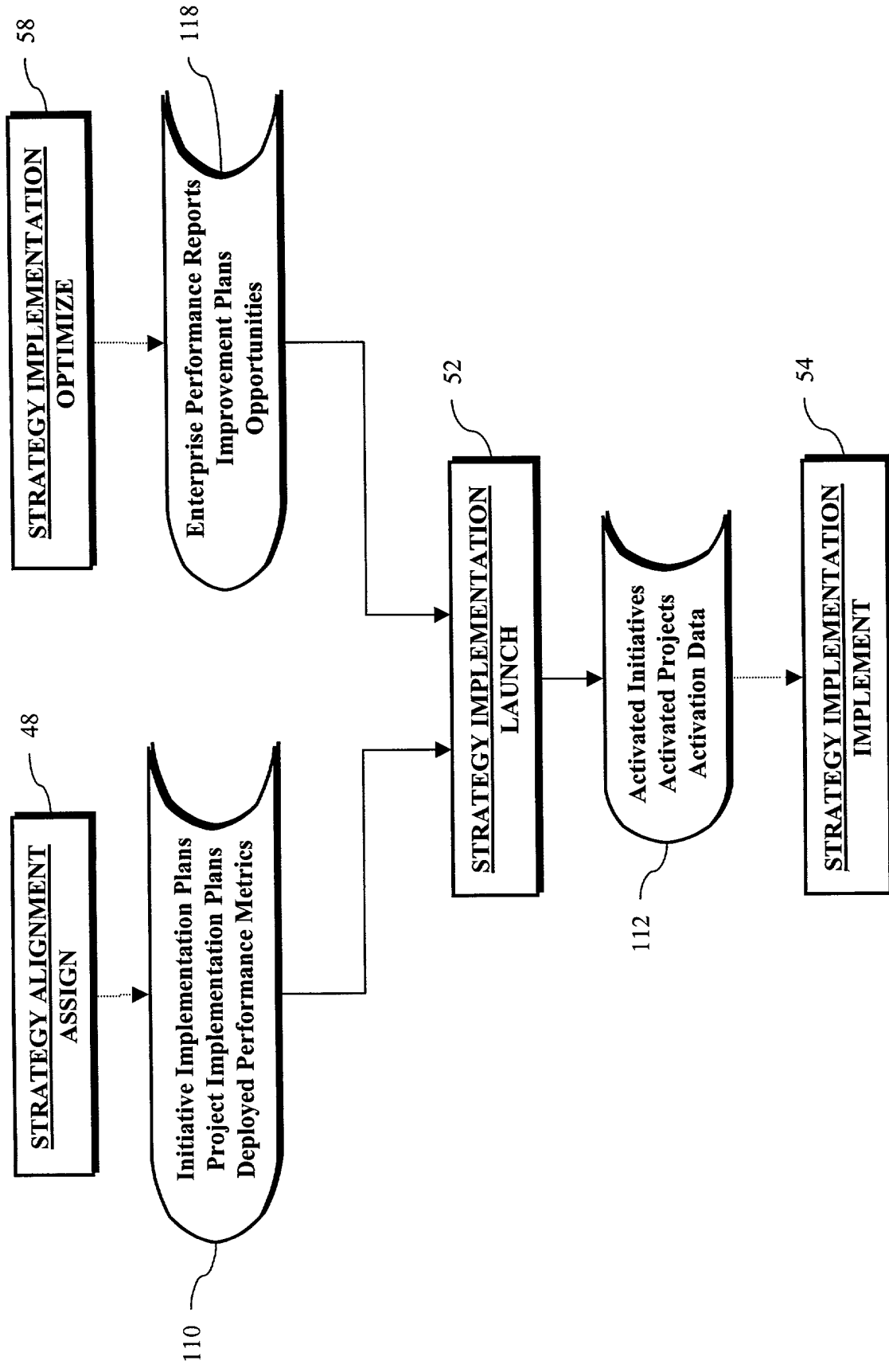


Fig. 8a

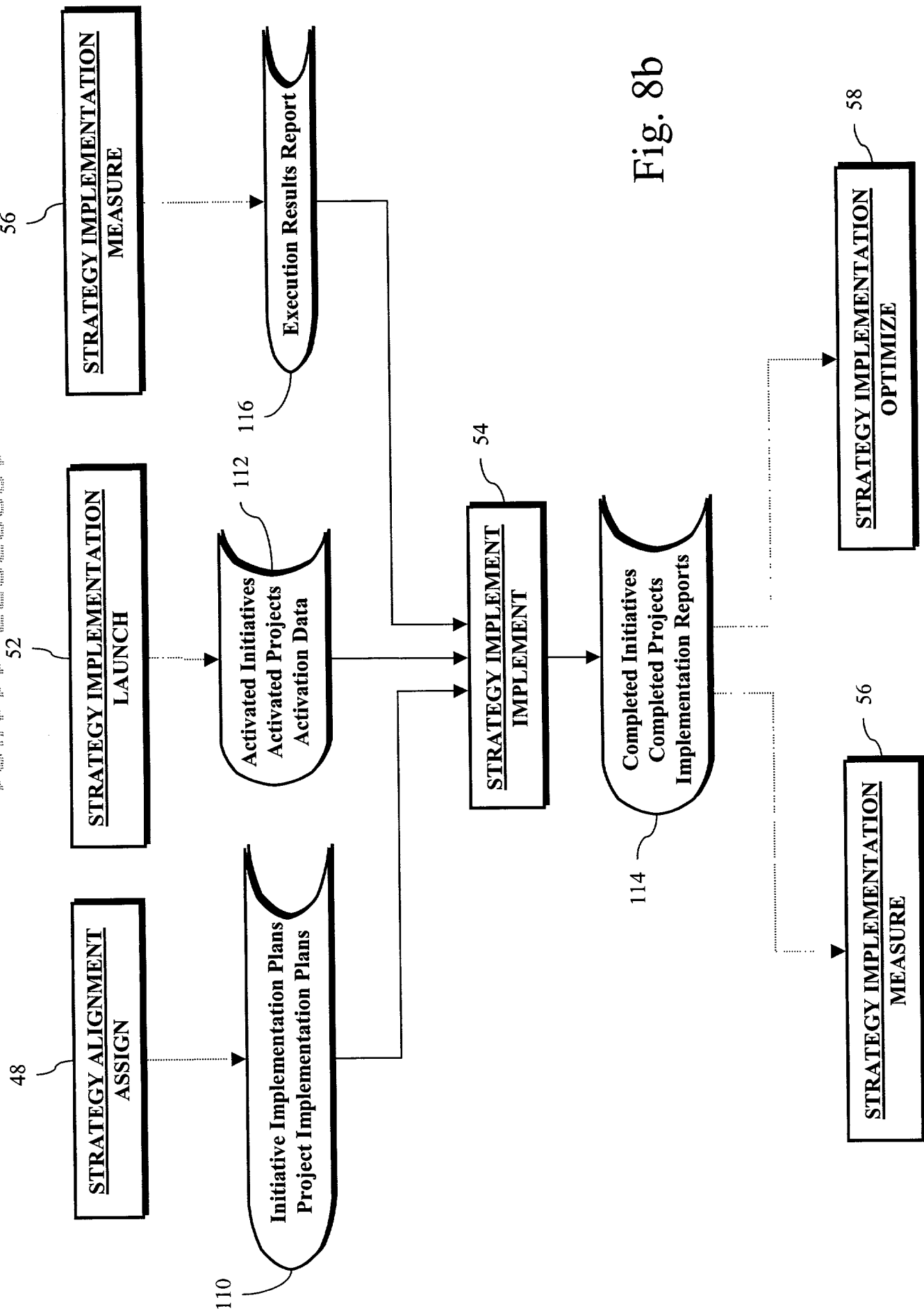


Fig. 8b

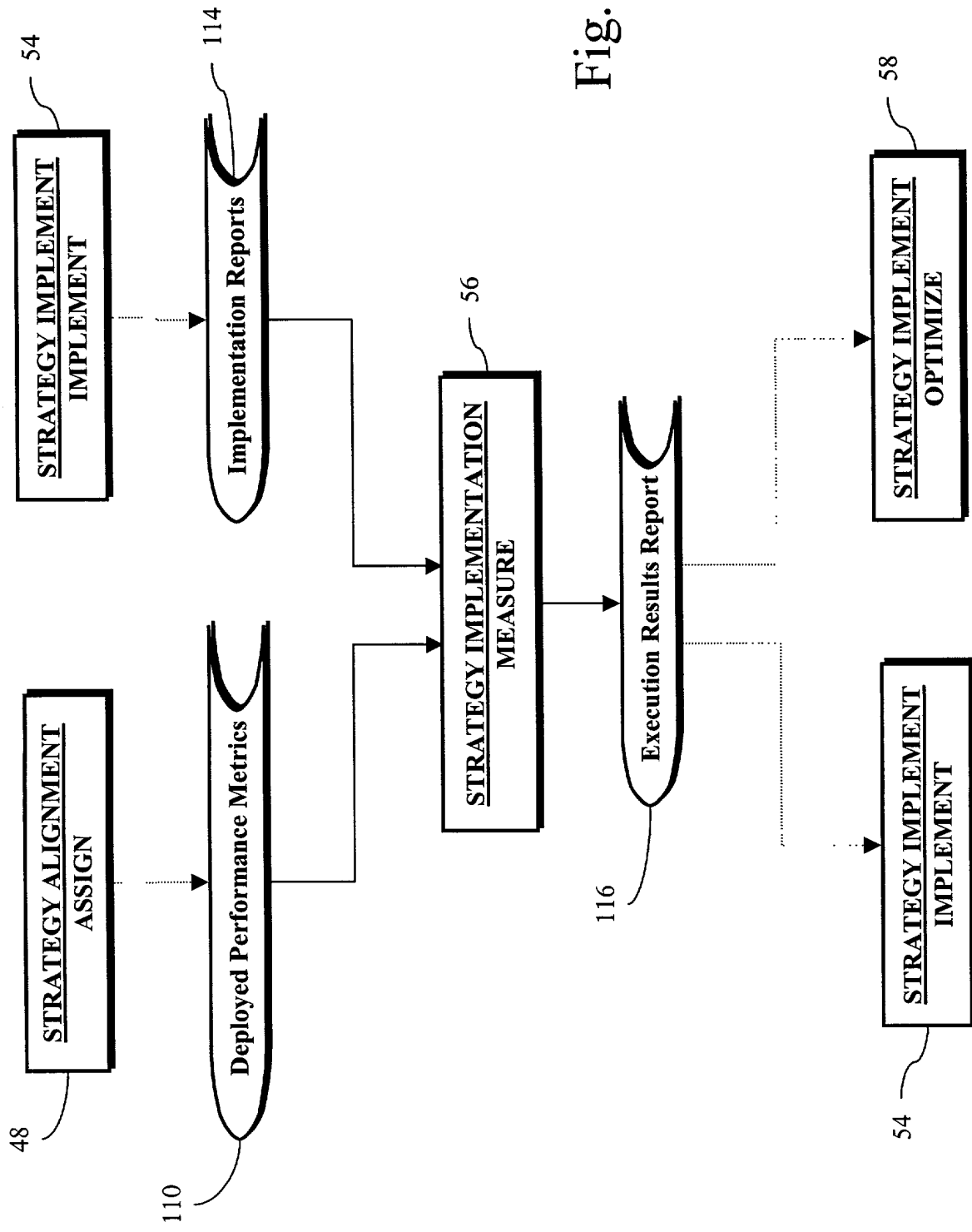


Fig. 8c

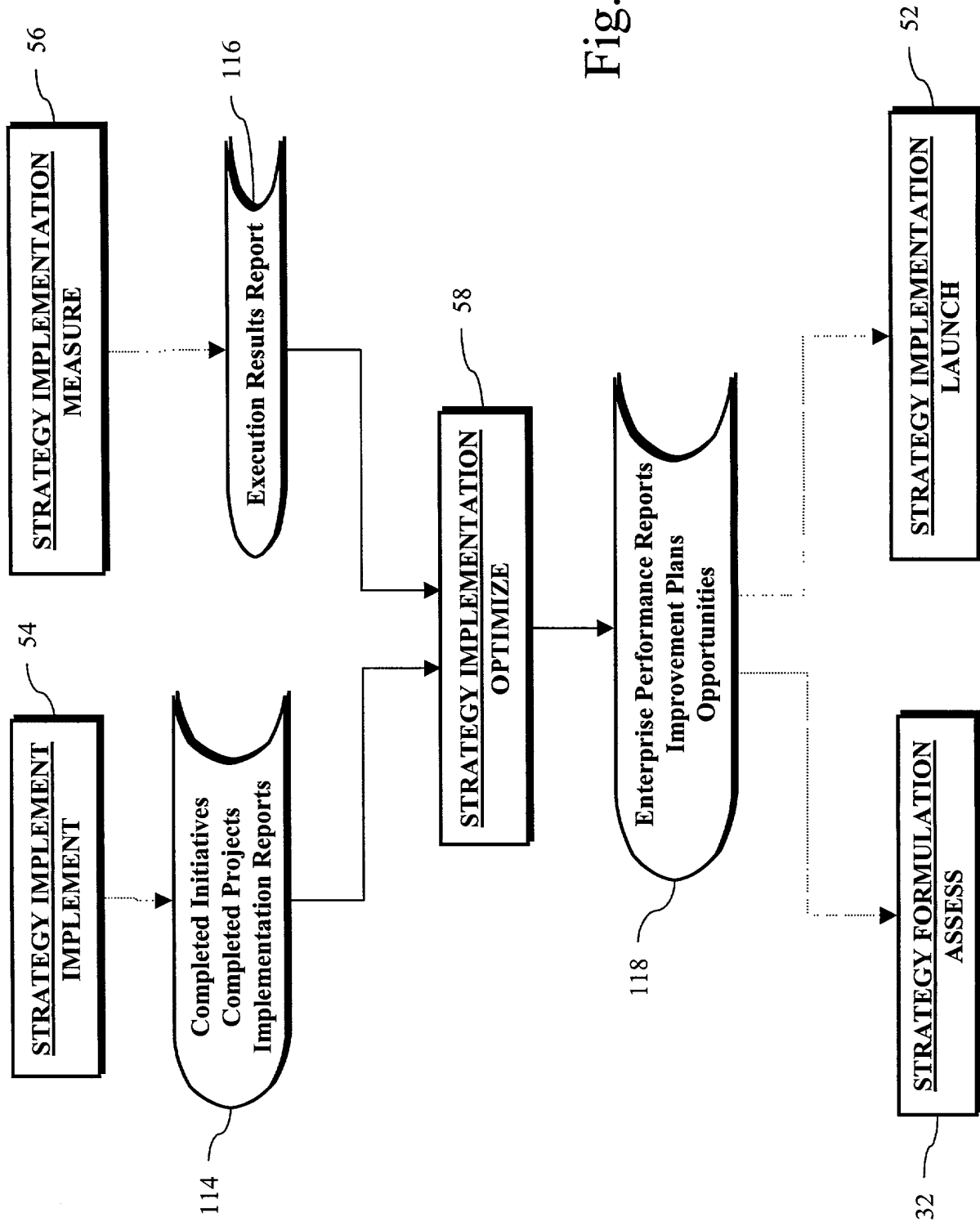
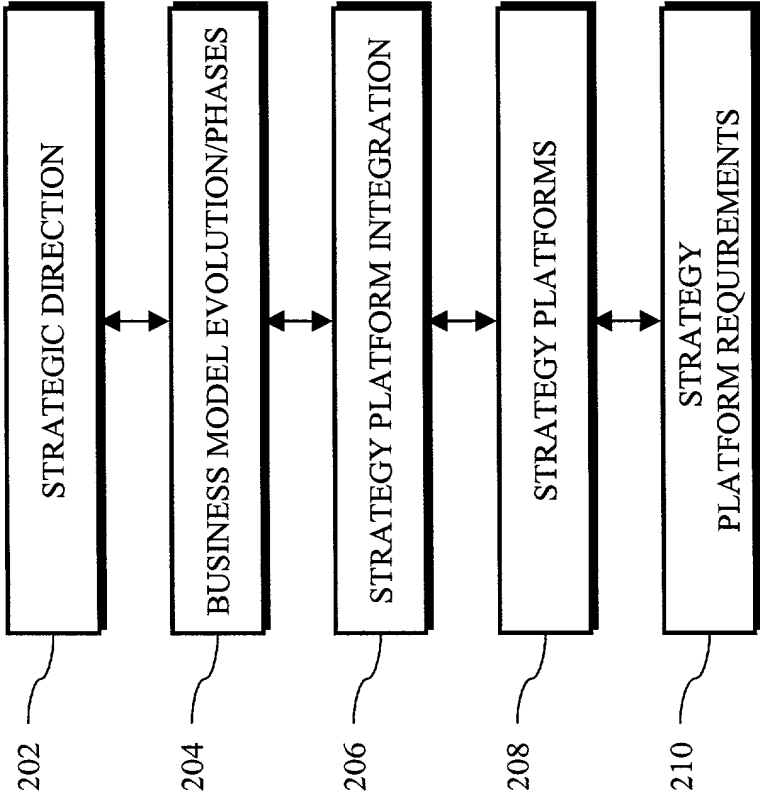


Fig. 8d



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STRATEGY REQUIREMENTS
Requirement
Category
Current Capabilities
Leveragability
Location
Future Requirements
Priority
Feasibility

Fig. 13

Fig. 9

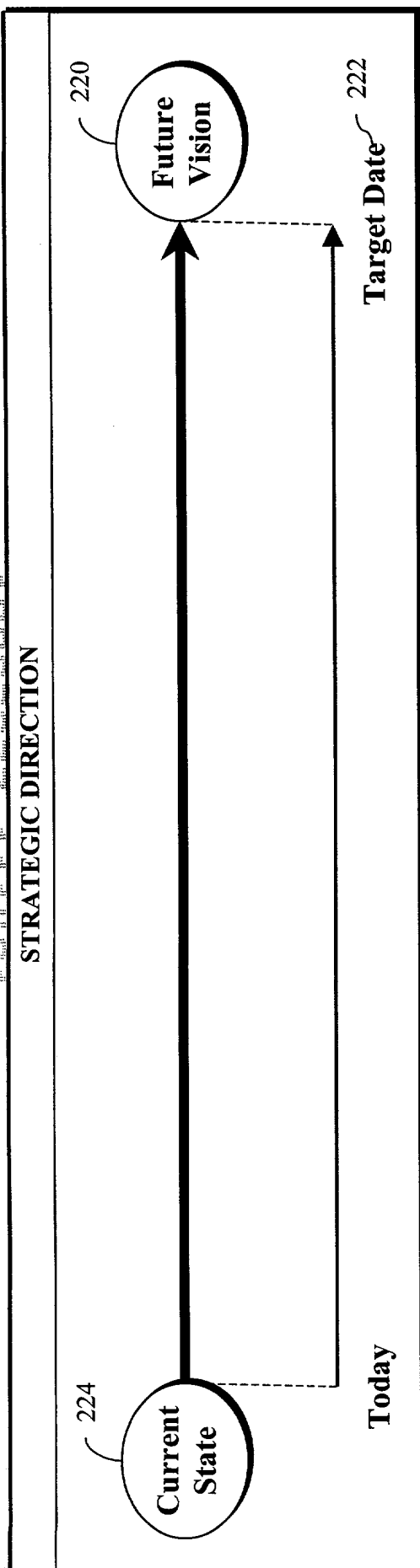


Fig. 10a

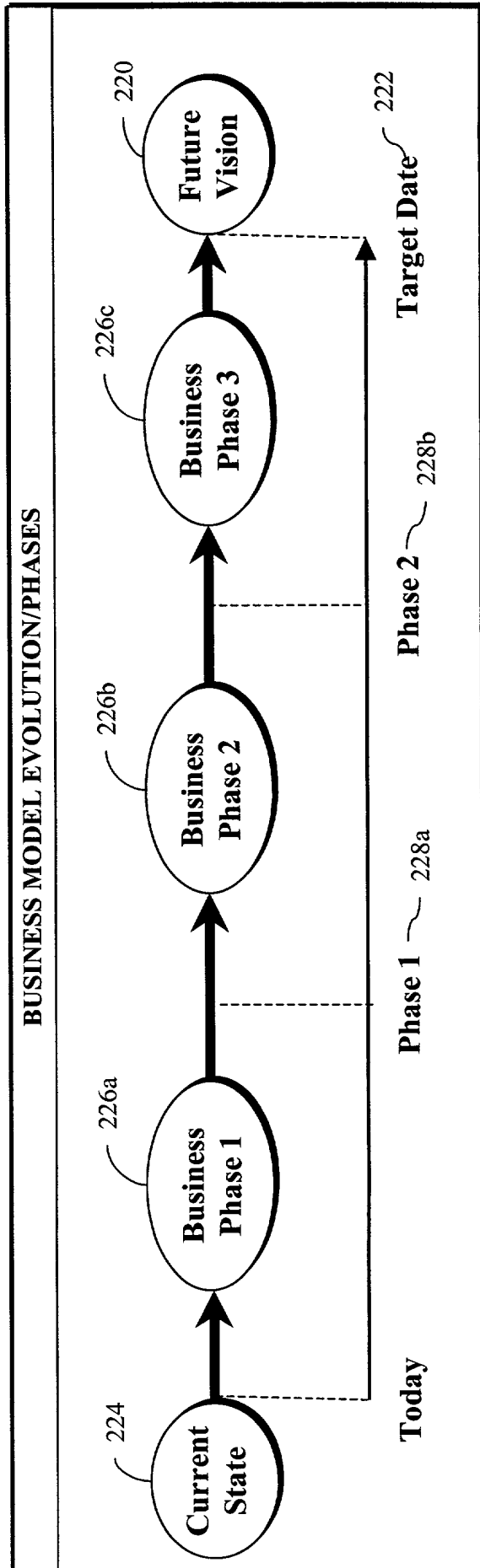


Fig. 10b

TELECOM  
STRATEGY PLATFORM INTEGRATION

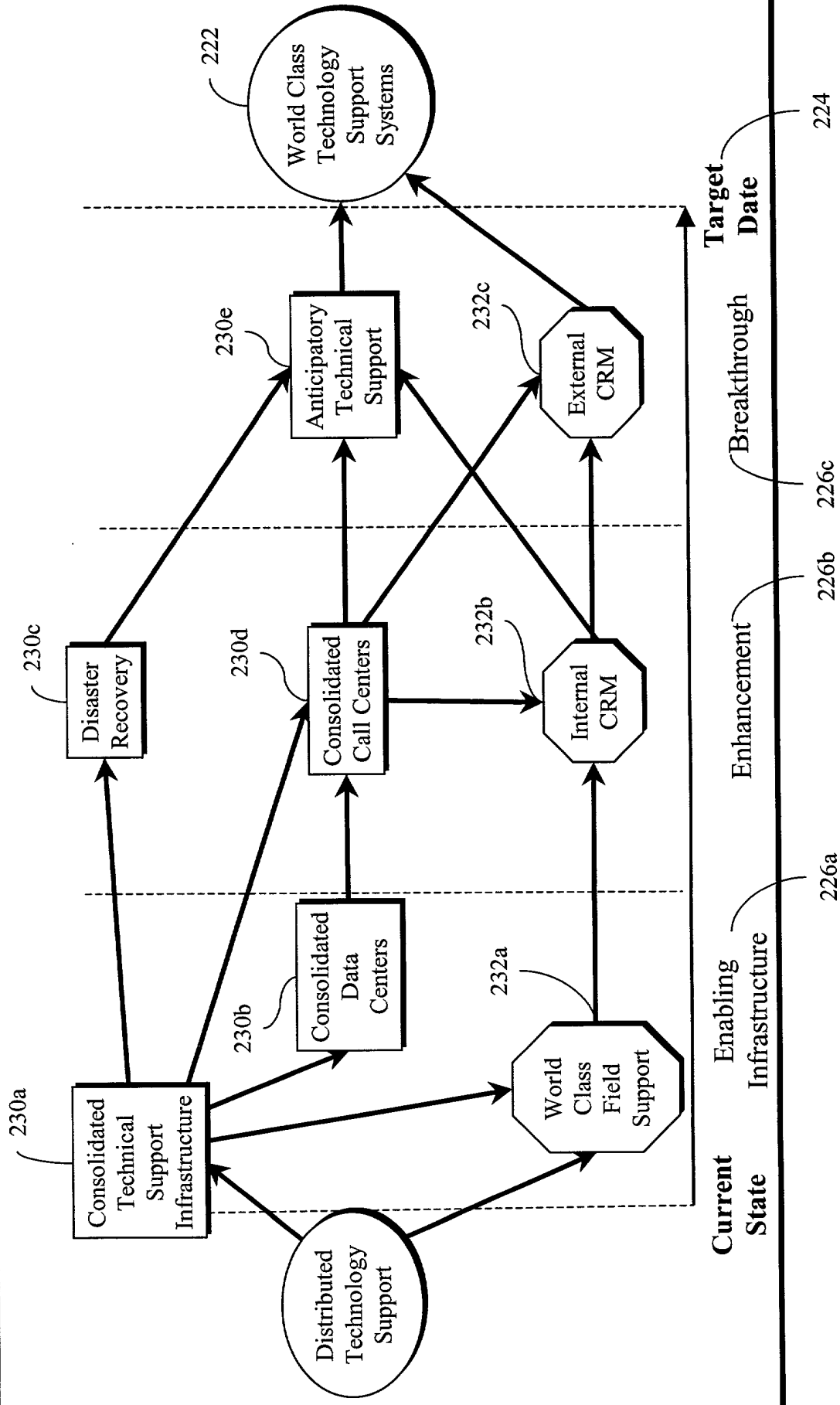


Fig. 10c

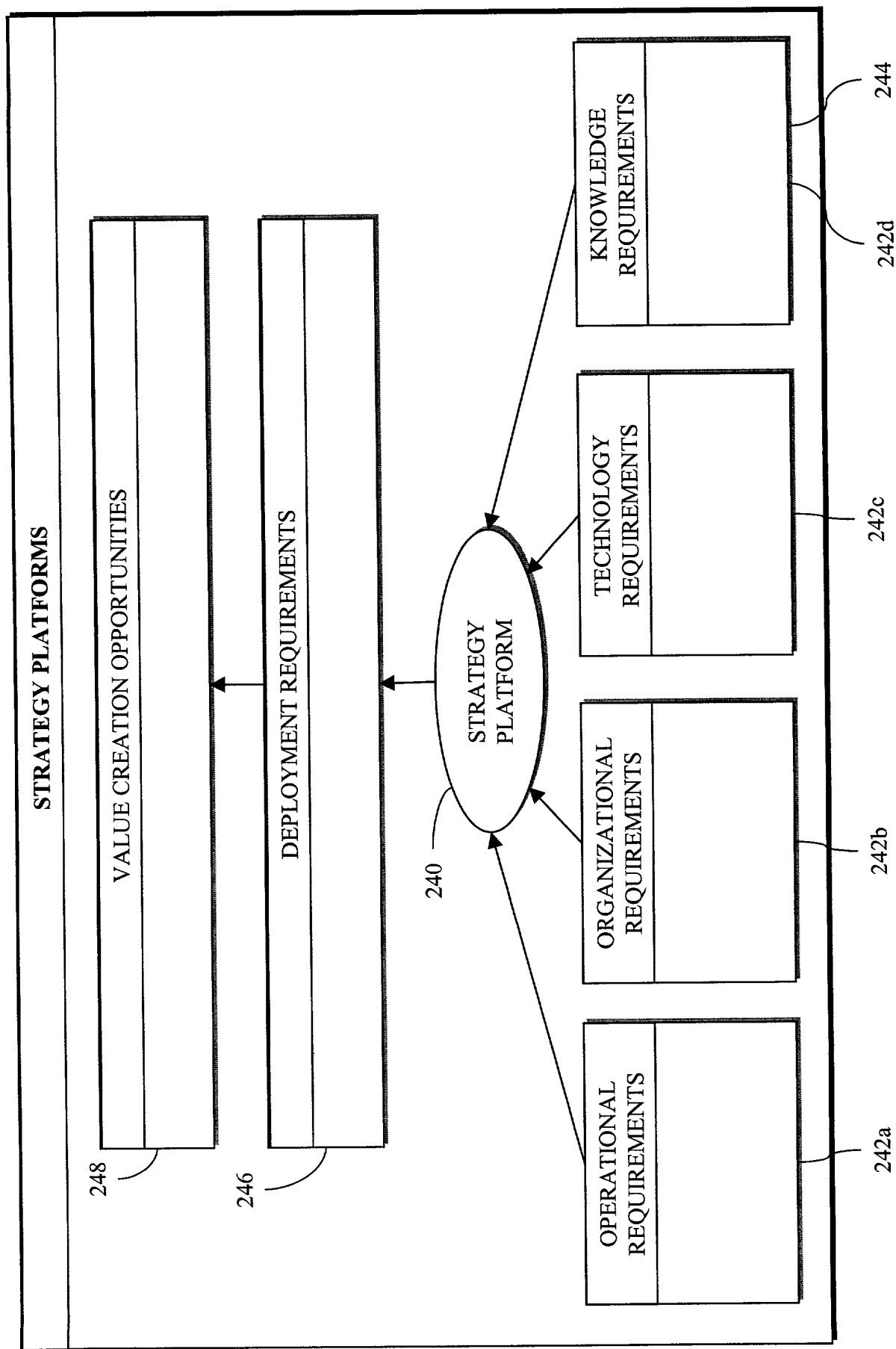


Fig. 11

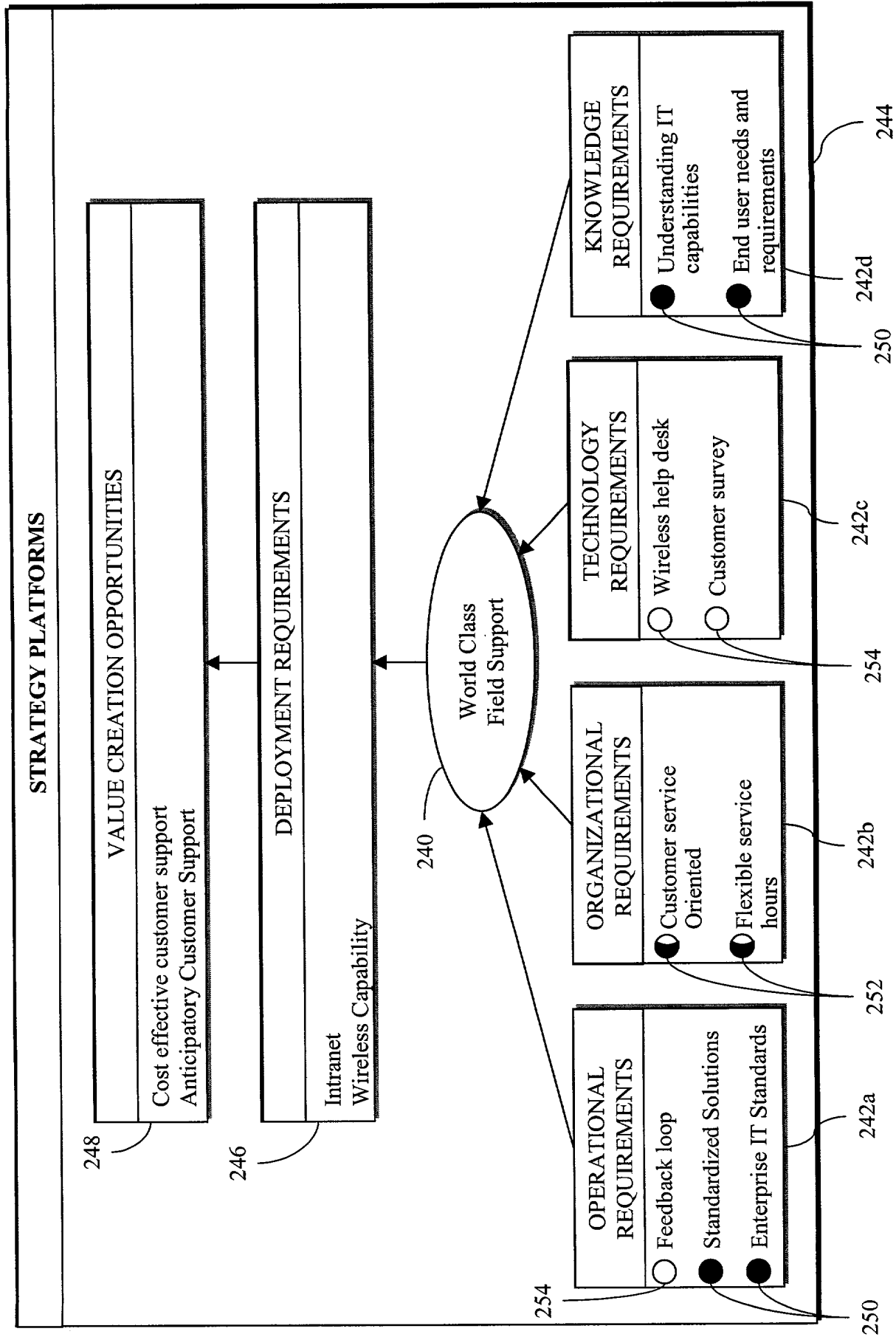


Fig. 12